

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 SS-15 L-02 INR-07 EURE-00 SAM-01

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P 071645Z MAY 75

FM AMEMBASSY MADRID

TO SECSTATE WASHDC PRIORITY 1776

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DEPT PASS AMEMBASSY PARIS

E.O. 11652: N/A

TAGS: EAIR, SP

SUBJECT: CIVAIR: DISCUSSIONS RE IBERIA'S AFFINITY FARES

STATE 99783;

REF: STATE 99783; MADRID 2930; STATE 95673; MADRID 2754

1. SPANISH DELEGATION LEAVING MADRID SATURDAY, MAY 10, FOR MEETINGS WHICH AIR MINISTRY REP SAID HAVE BEEN ARRANGED FOR MONDAY, MAY 12, AND TUESDAY, MAY 13. HE STATED GROUP EXPECTED TO TAKE UP WHAT HE CHARACTERIZED AS RECENT CAB REQUIREMENT TO DEMONSTRATE PROFITABILITY OF TARIFFS FOR AFFINITY FARES SUBMITTED BY IBERIA. EMBOFF GIVEN TO UNDERSTAND THAT IBERIA PREPARING SPANISH POSITION INDEPENDENTLY AND THAT FINAL VERSION OF THAT POSITION TO BE WORKED OUT IN WASHINGTON ON SUNDAY, MAY 11, BETWEEN IBERIA, INI, FONMIN, AIRMIN, AND SPANISH EMBASSY OFFICIALS. NEITHER AIRMIN NOR FONMIN SHOWED INTENSE CONCERN FOR IBERIA'S CASE IN ITSELF, EMBASSY'S IMPRESSION IS THAT THAT AIRLINE HAS EXERTED STRONG PRESSURE ON GOS TO MAKE DEMARCHE AGAINST CAB DECISION. MOST IRRITATING TO IBERIA, PERHAPS, IS FACT THAT CAB HAS REJECTED A SET OF TARIFFS APPROVED IN IATA.

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2. ALSO OF INTEREST IS FACT AIRMIN OFFICIAL TOLD EMBOFF

THAT SOME SPANISH OFFICIALS INVOLVED BELIEVE THAT PRESSURE WAS BROUGHT TO BEAR ON CAB BY AMERICAN SUPPLEMENTAL CARRIERS WHICH FEARED STRONG COMPETITION FOR THEIR CHARTER FLIGHTS TO SPAIN.

3. NAMES OF SPANISH DELEGATION FURNISHED BY AIR MINISTRY TO EMBASSY ON MAY 6 FOLLOW:

ENRIQUE LARROQUE, DIRECTOR GENERAL FOR INTERNATIONAL TECHNICAL COOPERATION, FOREIGN MINISTRY, HEAD OF DELEGATION;
COLONEL DIEGO YNIGUEZ, SUBDIRECTOR GENERAL FOR AIR TRANSPORT, AIR MINISTRY;
LIEUTENANT COLONEL MANUEL GARCIA BENITO, DEPUTY CHIEF OF COMMERCIAL AVIATION SECTION, DIRECTORATE GENERAL OF AIR TRANSPORT, AIR MINISTRY;
JOSE SAENZ INSAUSTI, MANAGING DIRECTOR, IBERIA;
MARIANO DE LAS PENAS, DIRECTOR OF AVIATION POLICY, IBERIA;
JUAN LARA, DIRECTOR OF SERVICES AND AVIATION, INI (INSTITUTO NACIONAL DE INDUSTRIAL), SPANISH GOVERNMENT HOLDING COMPANY WHICH CONTROLS IBERIA.

4. DEPARTMENT WILL RECALL THAT DE LAS PENAS PARTICIPATED IN SOME OF NEGOTIATING SESSIONS LEADING TO USG-GOS AVIATION BILATERAL.

5. GARCIA BENITO WAS SPANISH REPRESENTATIVE IN ICAO 1973-75. STABLER

NOTE BY OC/T: NOT PASSED PARIS

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